



| | Oct 7th - Oct 13th 2018 | | Oct 14th - Oct 20th 2018 | | % Change |
|---------------------------------|-------------------------|-----|--------------------------|-----|----------|
| TOTAL Market Activity | 27941 | | 28746 | | 3% |
| ACTIVE on Market | 21625 | 77% | 22965 | 80% | 5.83% |
| NEW on Market last week | 2166 | 8% | 1777 | 6% | -21.89% |
| SOLD last week | 1719 | 6% | 1674 | 6% | -2.69% |
| UNDER CONTRACT last week | 3630 | 13% | 3189 | 11% | -13.83% |
| EXP, WDN, CAN last week | 967 | 3% | 918 | 3% | -5.34% |

VPP is consistently out negotiating and out pacing the market

| | Market SP:LP % | VPP SP:LP % | Avg DOM | VPP Avg DOM |
|--------------------------------|----------------|-------------|-----------|-------------|
| \$250,000 and Under | 96% | 99% | 56 | 32 |
| \$250,000 - \$500,000 | 102% | 99% | 37 | 36 |
| \$500,000 - \$750,000 | 95% | 98% | 93 | 26 |
| \$750,000 - \$1 Million | 93% | 98% | 114 | 7 |
| 1 Million and up | 91% | 95% | 118 | 50 |
| Total | 95% | 98% | 84 | 30 |
| We MAKE your Referrals: | 3% MORE | | | |

** Per North Texas MLS



Market Sold Data Statistics

| Sold Price Range | # Listings Aug | # Listings July | % Change | Avg DOM Aug | Avg DOM July | % Change |
|---------------------------|----------------|-----------------|----------|-------------|--------------|----------|
| Less than \$49,999 | 28 | 31 | -11% | 18 | 41 | -128% |
| \$50,000 - \$99,999 | 218 | 202 | 67% | 31 | 28 | -22% |
| \$100,000 - \$149,999 | 613 | 549 | 10% | 23 | 20 | 13% |
| \$150,000 - \$199,999 | 1494 | 1397 | 6% | 21 | 17 | 19% |
| \$200,000 - \$249,999 | 1888 | 1841 | 2% | 27 | 23 | 15% |
| \$250,000 - \$299,999 | 1546 | 1611 | -4% | 36 | 31 | 14% |
| \$300,000 - \$349,999 | 1099 | 1084 | 1% | 44 | 36 | 18% |
| \$350,000 - \$399,999 | 786 | 818 | -4% | 48 | 41 | 15% |
| \$400,000 - \$449,999 | 533 | 576 | -8% | 55 | 50 | 9% |
| \$450,000 - \$499,999 | 392 | 440 | -12% | 59 | 58 | 2% |
| \$500,000 - \$549,999 | 237 | 275 | -16% | 58 | 58 | 0% |
| \$550,000 - \$599,999 | 182 | 211 | -16% | 63 | 51 | 19% |
| \$600,000 - \$699,999 | 242 | 228 | 6% | 68 | 64 | 6% |
| \$700,000 - \$799,999 | 128 | 126 | 2% | 67 | 58 | 13% |
| \$800,000 - \$899,999 | 77 | 82 | -6% | 75 | 46 | 39% |
| \$900,000 - \$999,999 | 35 | 61 | -74% | 57 | 63 | -11% |
| \$1,000,000 - \$1,999,999 | 140 | 136 | 3% | 80 | 73 | 9% |
| \$2,000,000 and Up | 44 | 33 | 25% | 137 | 89 | 35% |

